



## General Terms of Boat Payment Plans Updated 10 May 2014

### General Descriptions

Our payment plans are an interest-bearing way of paying off your boat purchase over time. There are a few general conditions to understand:

- A minimum of 25% must be paid up front. Any credit from a rent-to-own does indeed count toward that down-payment.
- Payments are made quarterly on the calendar: due 30 March, 30 June, 30 September, and 31 December. The first quarterly payment may be prorated. We send out reminders typically one month in advance.
- The maximum term of a payment plan is approximately two and one-half years. So if you make the minimal 25% down-payment, you need to pay at least 7.5% of the boat's price every quarter PLUS the previous quarter's interest charge. 2.25% as of 15 March 2016
- The interest rate is fixed for the term of the repayment, and is presently ~~1.9%~~ per quarter.
- Interest charges for the quarter are applied on the balance on the account at 0001 on the first day of the following quarter. We won't credit payments in route. The cheque that is "in the mail" at that time does not count.
- Late fees for payments can be charged a month after the payment was due, and is typically 5% on the minimum payment that was due. Any accounts that fall a quarter behind will initiate repossession.
- While a boat is on a payment plan, the owner is responsible for insuring it and providing proof of insurance. We may ask for annual updates on proof of insurance.